



February 27, 2015
Via ECFS

**REDACTED –
FOR PUBLIC INSPECTION**

Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, DC 20554

RE: BroadPlex, LLC
FRN: 0013324066
Special Access Data Collection
WC Docket No. 05-25, RM10593

Dear Ms. Dortch,

Attached are the public versions of the essay responses for the above referenced Special Access Data Collection proceedings, submitted on behalf of BroadPlex, LLC (“Company”) and in accordance with *Order and Data Collection Protection Order*, DA 14-1424, adopted October 1, 2014.

The Company’s responses have also been submitted via the Special Access Web Portal.

Any questions you may have regarding this filing should be directed to my attention at 407-740-3002 or via email to cwrightman@tminc.com. Thank you for your assistance in this matter.

Sincerely,

/s/ Connie Wightman

Connie Wightman
Consultant to BroadPlex, LLC

cc: R. DiSanto - BroadPlex
file: BroadPlex – FCC - SADC
tms: FCx1501

CW/sp

**HIGHLY CONFIDENTIAL INFORMATION –
SUBJECT TO PROTECTIVE ORDERS IN WC DOCKET NO. 05-25
BEFORE THE FEDERAL COMMUNICATIONS COMMISSION**

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**Special Access Data Collection
WC Docket No. 05-25 and RM-10593
Response of Broadplex, LLC
Question II.A.5.**

Question: Provide a map showing the fiber routes that you (a) own or (b) lease pursuant to an IRU agreement that constitute your network, including the fiber Connections to Locations. In addition, include the locations of all Nodes used to interconnect with third party networks, and the year that each Node went live.

Response:



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**Special Access Data Collection
WC Docket No. 05-25 and RM-10593
Response of Broadplex, LLC
Question II.A.8.**

Question: Explain your business rule(s) used to determine whether to build a Connection to a particular Location. Provide underlying assumptions.

- a. Describe the business rules and other factors that determine where you build your Connections. Examples of such rules/factors are minimum Term Commitments or minimum capacity commitments by the buyer; maximum build distances from the building to your core network; and/or number of competitors in the area. Include, also, any factors that would prevent you from building a Connection to an otherwise suitable Location. These could be factors that are under your control or those that are not.

BroadPlex Answer: Must recover all cost of service delivery within the term of service agreement.

- b. Explain how, if at all, business density is incorporated into your business rule, and if so, how you measure business density.

BroadPlex Answer: see (a) above we do not measure business density.

- c. In areas where your business rule has been most successful, explain why. Provide examples of geographic regions (if any) where you generally were or are able to successfully deploy Connections, and where you generally have experienced or currently experience serious difficulties in deploying Connections, and, if you are able to provide examples of both kind of regions, indicate what distinguishes these different regions.

BroadPlex Answer: We are most successful in non-Metro secondary or tertiary markets with few other competitors.

**Special Access Data Collection
WC Docket No. 05-25 and RM-10593
Response of Broadplex, LLC
Question II.A.10.**

Question: Provide data, maps, information, marketing materials, and/or documents identifying those geographic areas where you, or an Affiliated Company, advertised or marketed Dedicated Service over existing facilities, via leased facilities, or by building out new facilities as of December 31, 2013, or planned to advertise or market such services within twenty-four months of those dates.

Response: **BroadPlex answer: BroadPlex does not advertise. BroadPlex acquires clients by word of mouth and responding to RFPs.**

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Response of Broadplex, LLC
Question II.A.11 Part 2**

Optional Question:

In addition, identify the five largest RFPs (by number of connections) for which you submitted an unsuccessful competitive bid in 2013 for each of (a) Dedicated Services; (b) Best Efforts Business Broadband Internet Access Services; and, to the extent different from (a) or (b), (c) some other form of high-capacity data services to business customers.[2] For each RFP identified, provide a description of the RFP, the area covered, the price offered, and other competitively relevant information. Lastly, identify the business rules you rely upon to determine whether to submit a bid in response to an RFP.

Response:

1) USAC Schools and Libraries requests for services.

Caldwell County NC School District

WAN services to schools throughout Caldwell County, NC

Price offered was \$.12/Megabit.

Business rule: revenue received during Term of service must cover all service delivery and deployment cost.

Burkes County NC School District

WAN services to schools throughout Burke County, NC

Price offered was \$.12/Megabit.

Business rule: revenue received during Term of service must cover all service delivery and deployment cost.

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Response of Broadplex, LLC
Question II.A.18.

Question: If you offer Dedicated Services pursuant to an agreement or Tariff that contains either a Prior Purchase-Based Commitment or a Non-Rate Benefit, then explain how, if at all, those sales are distinguishable from similarly structured ILEC sales of DS1s, DS3s, and/or PBDS.

Response: **Not Applicable**

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Response of Broadplex, LLC
Question II.A.19.**

Question: Provide the business justification for the Term or Volume Commitments associated with any Tariff or agreement you offer or have in effect with a customer for the sale of Dedicated Services.

Response: **Revenue collected over the Term of service must be sufficient to cover all deployment and service delivery cost.**

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Response of Broadplex, LLC
Question II.D.1.

Question: Describe your company's short term and long-range promotional and advertising strategies and objectives for winning new – or retaining current – customers for Dedicated Services. In your description, please describe the size (e.g., companies with 500 employees or less, etc.), geographic scope (e.g., national, southeast, Chicago, etc.), and type of customers your company targets or plans to target through these strategies.

Response: **BroadPlex does not advertise or make promotional offers to acquire new customers.**

**Special Access Data Collection
WC Docket No. 05-25 and RM-10593
Response of Broadplex, LLC
Question II.D.2.**

Question: Identify where your company's policies are recorded on the following Dedicated Service-related processes: (a) initiation of service; (b) service Upgrades; and (c) service Disconnections. For instance, identify where your company records recurring and non-recurring charges associated with the processes listed above. If recorded in a Tariff, provide the specific Tariff section(s). If these policies are recorded in documents other than Tariffs, list those documents and state whether they are publicly available. If they are publicly available, explain how to find them. For documents that are not publicly available, state whether they are conveyed to customers orally or in writing.

Response: BroadPlex's policies for client's Dedicated Services are provided to each client in a confidential written service agreement where appropriate.

CERTIFICATION

I have examined the responses and certify that, to the best of my knowledge, all statements of fact, data, and information contained therein are true and correct.

Signature: /s/ Dr. Rocco F. DiSanto

Printed Name: Dr. Rocco F. DiSanto

Title: CEO